## Message Text

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PAGE 01 DHAHRA 00290 090731Z ACTION NEA-10

INFO OCT-01 EUR-12 ISO-00 EB-08 BIB-01 INR-07 PA-02 PRS-01

-----090736Z 082524 /17

R 090532Z MAR 77 FM AMCONSUL DHAHRAN TO SECSTATE WASHDC 5299 INFO USDOC WASHDC AMEMBASSY JIDDA AMEMBASSY ATHENS

UNCLAS DHAHRAN 0290

ATHENS FOR RTDO

JIDDA ALSO FOR USIS

E.O. 11652: N/A

TAGS: BEXP, SOPN, SA

SUBJECT: SAUDI EDITOR PLANS TO ATTEND AMERICAN NEWSPAPER PUBLISHER ASSOCIATION MEETING

REF: DHAHRAN 0226, STATE 042113, DHAHRAN A-1

- 1. SAUDI EDITOR WHO REQURESTED INFORMATION PROVIDED IN REF DEPTEL WAS DELIGHTED WITH CONTENTS OF MESSAGE. AS SUGGESTED IN REF DEPTEL, EDITOR HAS JUST WRITTEN TO AMERICAN NEWSPAPER PUBLISHERS ASSOCIATION (ANPA) MEMBERSHIP MANAGER EDWARDS. HOWEVER, FOR PLANNING PURPOSES, HE NEES TO HAVE DATES FOR EXHIBITION TO BE HELD IN ANAHEIM, CALIFORNIA.
- 2. POST WISHES TO PROMOTE SAUDI INTEREST IN ANPA MEETING AT ANAHEIM AS IT IS KEYED TO PRODUCTION PERSONNEL OF NEWSPAPERS AND RELATED PRINTING ESTABLISHMENTS. SAUDI EDITOR, DISCUSSED IN OUR REFTEL, HAS EXPLAINED THAT HE HOPES TO LEAD PARTY OF FOUR SAUDIS WHO WILL WISH TO UNCLASSIFIED

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ATTEND EVENT AND CONSIDER PURCHASE OF US PRINTING EQUIPMENT.
MARKET FOR PRINTING EQUIPMENT IS, AT MOMENT, SMALL BUT WE SUPPORT
COMMENT OF SAUDI EDITOR THATITHERE ARE "TREMENDOUS
POSSIBILITIES" HERE FOR US SUPPLIERS IN THE NOT TOO DISTANT
FUTURE. AT THE MOMENT, ACCORDING TO SAUDI EDITRO, "WE NEED
PEOPLE TO TELL US WHAT WE SHOULD BE GETTING" AND BELIEVE
THAT SAUDI ATTENDANCE AT ANPA EVENT IS IMPORTANT STEP IN

RIGHT DIRECTION. SAUDI EDITOR, FOR EXAMPLE WILL TRAVEL TO ANAHEIM AS CONSULTANT FOR KING FAISAL UNIVERSITY (SEE 76 DHAHRAN 1141) TO CONSIDER SELECTION OF US PRODUCTION EQUIPMENT FOR UNIVERSITY'S PLANNED PRINTING PLANT.

3. FOREGOING WAS REVIEWED, IN SUBSTANCE, WITH COMMERCIAL SECTION OF AMEMBASSY, JIDDA. EMBASSY WILL ALSO SEEK TO ENCOURAGE ATTENDANCE AT ANPA EVENT SCHEDULED FOR ANAHEIM IN APRIL.

4. FYI FOR USDOC: SAUDI EDITIRO, WHO IS PREDISPOSED TO BUY AMERICAN EQUIPMENT, IS CONCERNED THAT US PRINTING EQUIPMENT DOES NOT HAVE AGENTS OR THOSE THAT THEY HAVE ARE NOT PROMOTING THE PRODUCT LINES THEY HANDLE. SAUDI EDITOR FEELS STRONGLY ENOUGH SUBJECT THAT HE HAS WRITTEN FOUR-PAGE MEMO WHICH IS USEFUL MARKETING TOOL FOR US PRINTING EQUIPMENT COMPANIES TO REVEIW WHEN APPROACHING THIS MARKET. POST IS POUCHING, THEREFORE, COPIES OF MEMO TO CAGNE (PETER EDMONDS) AND DIB (CHARLES COOK) ON FYI BASIS.

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